

Message Text

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PAGE 01 ISLAMA 05499 171231Z

47

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

----- 068104

R 171030Z JUN 75

FM AMEMBASSY ISLAMABAD

TO SECSTATE WASHDC 626

INFO AMCONSUL KARACHI

LIMITED OFFICIAL USE ISLAMABAD 5499

E.O. 11652: N/A

TAGS: BEXP, PK

SUBJ: CHEMTEX/DUPONT/ROHM AND HAAS PROPOSAL FOR POLYESTER FIBER
PLANT

REF: (A) ISLAMABAD 4573; (B) ISLAMABAD 4612; (C) KARACHI 1176;
AND (D) STATE 140575

1. AS REPORTED IN REFTEL A, AMBASSADOR BYROADE SENT A LETTER, DATED APRIL 21, TO MINISTER RAFI RAZA SUPPORTING CHEMTEX'S PROPOSAL. AMONG OTHER THINGS, LETTER SAID: "I BELIEVE THE AMERICAN OFFER IS MOST WORTHY OF YOUR CONSIDERATION. IT IS MY UNDERSTANDING THAT THE AMERICAN GROUP IS PRESENTING IN ITS PACKAGE THE MOST ADVANCED POLYESTER TECHNOLOGY AVAILABLE IN THE WORLD". IN RAFI RAZA'S REPLY, HE GAVE ASSURANCES THAT, "THE FINAL DECISION WILL BE MADE ON MERIT," A POINT WHICH HE STRONGLY REITERATED TO ME (REFTEL B). BOTH HE AND PRODUCTION ADDITIONAL SECRETARY ALAUDDIN STRESSED CHEMTEX'S HIGH COST WAS THEN HANDICAPPING ITS BID.

2. WE CANNOT RULE OUT POSSIBILITY THAT CONSIDERATIONS OTHER THAN MERIT (INCLUDING PRICE) MAY INFLUENCE FINAL DECISION, BUT WE TEND TO DOUBT THAT POLITICAL FACTORS WILL BE AMONG THESE. (UK ECON COUNSELOR, DURING DISCUSSION THIS POLYESTER COMPETITION WITH E/C COUNS AMSTUTZ JUNE 16, STATED THAT UK EMB HAD DONE VIRTUALLY NOTHING IN THE WAY OF REPRESENTATIONS TO GOP AND DISCLAIMED ANY HIGH-LEVEL UK DIPLOMATIC
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PAGE 02 ISLAMA 05499 171231Z

APPROACHES WHATSOEVER.) WE ARE AWARE THAT UNDER

-THE-TABLE

INDUCEMENTS

HAVE OCCASIONALLY PERHAPS INFLUENCED DIRECTION

OF CONTRACTS BUT RAFI RAZA TOLD ME HE WAS DETERMINED KEEP
POLYESTER DECISION CLEAN.

3. I WILL TRY TO SEE RAFI RAZA THIS WEEK BUT IT WILL BE

NOTED THAT HE HAS ALREADY DECLARED TO THE AMB BY LETTER AND
TO ME ORALLY THAT POLYESTER PLANT CONTRACT WILL BE AWARDED
ON THE BASIS

OF MERIT.

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